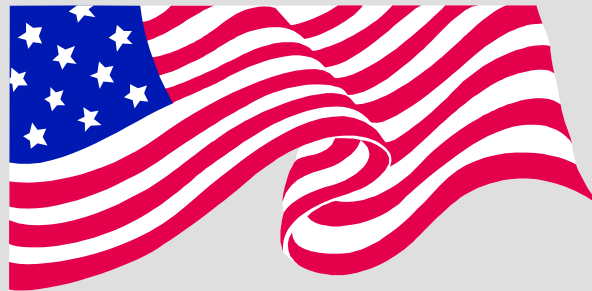


**HANNON ARMSTRONG**

# **Federal Utility Partnership Working Group**

**Presentation by**

# **Hannon Armstrong Capital**



**October 10, 2001  
Oklahoma City, OK**

# **HANNON ARMSTRONG CAPITAL**

- ◆ **Investment Bank - Incorporated 1981**
- ◆ **Focus on Federal Government Contract Finance**
- ◆ **Structured and Financed > \$2.5 Billion**
- ◆ **Extensive Track Record in Areawide/ESPC Finance**
- ◆ **Currently Tracking \$432 Million in Federal ECM Assets**

# **US AIR FORCE DSM PROJECTS**

**In addition to Tinker, other U.S. Air Force bases with ECMs financed by HAC:**

- **Pope AFB, NC**
- **Seymour Johnson AFB, NC**
- **Charleston AFB, SC**
- **Brooks AFB, TX**
- **Sheppard AFB, TX**
- **Goodfellow AFB, TX**
- **Dyess AFB, TX**
- **Laughlin AFB, TX**
- **Randolph AFB, TX**
- **Lackland AFB, TX**
- **Cannon AFB, NM**
- **Offutt AFB, NE**

**Robins AFB, GA**  
**Maxwell AFB, TX**  
**Eielson AFB, AK**  
**Vandenburg AFB, CA**  
**Beale AFB, CA**  
**Bolling AFB, DC**  
**Tyndall AFB, FL**  
**MacDill AFB, FL**  
**Hanscom, MA**  
**Langley AFB, VA**  
**Whiteman AFB, MO**

# **MAJOR PROJECTS FINANCED**

**\$8,618,000**

**NonRecourse Purchase of  
Receivables**

*for*

**U.S. AIR FORCE AT  
TINKER AFB, OK**

**Purchase and Installation of Four (4) Chillers**

*through*

**OKLAHOMA GAS & ELEC**

*The undersigned arranged the financing  
with an institutional investor.*

**HANNON ARMSTRONG & COMPANY**

**Closed: Feb 2000**

**\$1,169,000**

**NonRecourse Purchase of  
Receivables**

*for*

**U.S. AIR FORCE AT  
TINKER AFB, OK**

**Various Energy Savings Measures**

*through*

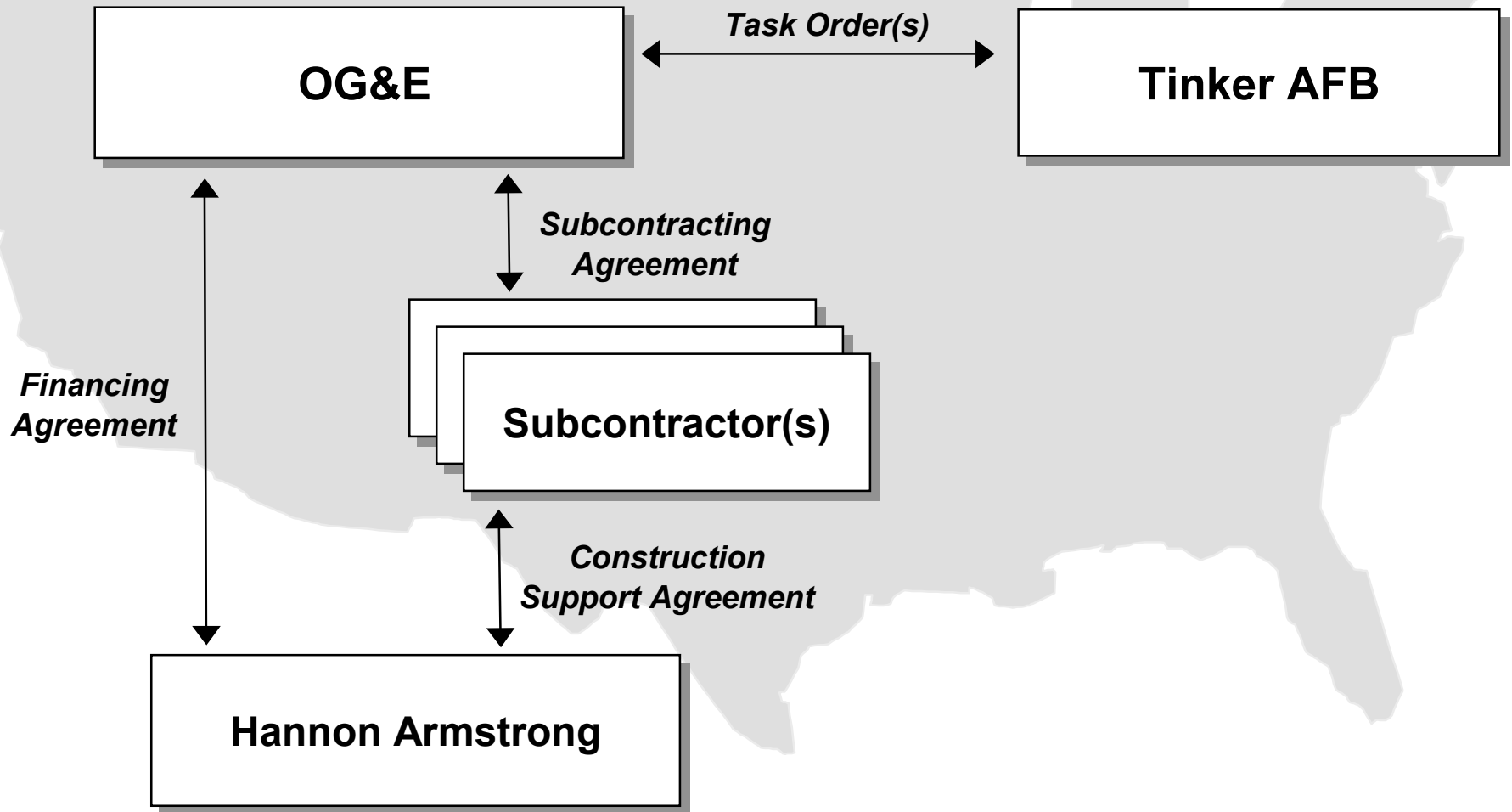
**OKLAHOMA GAS & ELEC**

*The undersigned arranged the financing  
with an institutional investor.*

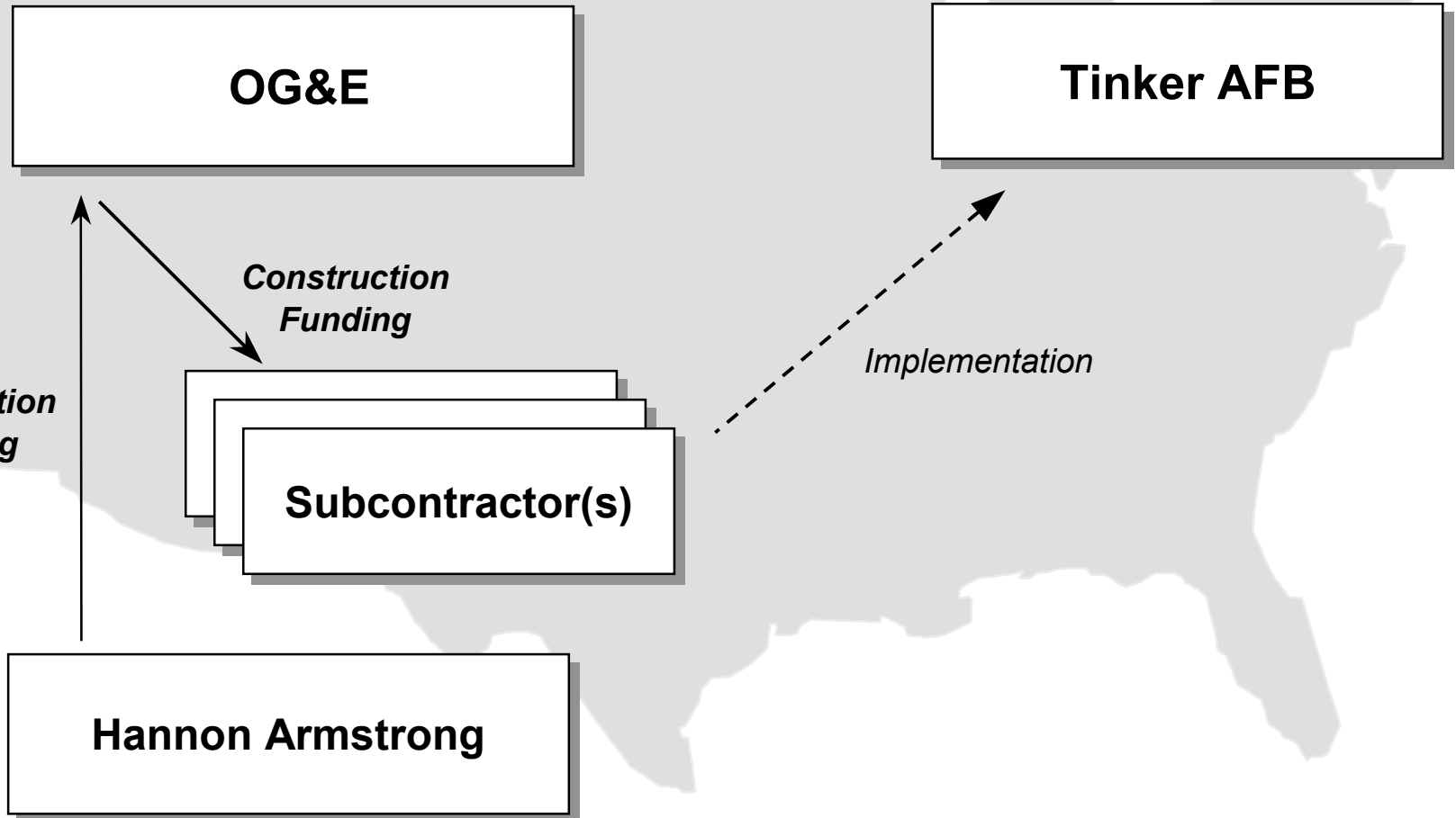
**HANNON ARMSTRONG & COMPANY**

**Closed: Aug 2001**

# STRUCTURE: CONTRACTS



# STRUCTURE: **FUNDING**



# STRUCTURE: POST - ACCEPTANCE

